**Cal Poly Technology Park - Feasibility & Economic Impact Analysis**

**Request for Qualifications**

**September 09, 2015**

**EDA Award Number: ED15HDQ0300035**

1. Is there a list of qualified local/regional real estate consulting firms available that we could review for partnering purposes?
   1. *We do not maintain, or are aware of, a list of “qualified local/regional real estate consulting firms”. Respondents are encouraged to find local partners that will deliver the highest quality service at best value to Cal Poly Corporation (CPC).*
2. Could you expand on the level of detail desired for estimating construction costs? This will help us determine if we need an engineering or other firm on the team.
   1. *The contemplated* ***Feasibility & Economic Impact Analysis (Task 2 of the EDA Project)*** *scope will inform Task 3 – Programming, that will provide detailed building design and cost estimates. No detailed architectural plans and associated building costs are to be provided in Task 2. The focus of Task 2 should rely upon high-level building cost ($/SQFT) estimates (ranges are OK) for expected building types based on primary and secondary research customary to estimate such costs.*
3. We understand the overall EDA grant to be approximately $500,000. Is there an anticipated budget for the Feasibility & Economic Impact Analysis portion of the work?
   1. *The contemplated* ***Feasibility & Economic Impact Analysis (Task 2 of the EDA Project)*** *will be at least 5% of the EDA budget, and could be higher based on respondent proposals that deliver the highest quality service at best value to Cal Poly Corporation (CPC).*
4. The RFQ requests an outline process and a rate structure for the proposed work but does not appear to require a specific cost proposal. This is consistent with a request for qualifications but could you confirm that a full cost proposal or estimated cost for each component of the work are not required at this stage?
   1. *A full cost proposal or estimated cost for each component of the work is not required at this stage. CPC will evaluate all RFQs and will work with the selected respondent(s) to develop a detailed scope of work and budget that delivers the highest quality service at best value to Cal Poly Corporation (CPC)*
5. Can you confirm that the address provided in the RFQ will accept deliveries by FedEx or UPS, and if so, if there are specific hours within which such a delivery should be scheduled and if there are any other specific requirements for successful delivery of the qualifications package?
   1. *The address provided in the RFQ will accept FedEx and/or UPS. Respondents should consult with their contracted carrier for details regarding customary local delivery times to the address in the RFQ. For those that plan on hand-delivering RFQs, -- in the event Building 38 Room 101 is closed -- RFQs can be delivered to Building 38 Rooms 102, 152, and/or 154.*
6. The RFQ document provides data on the economic impact of Cal Poly for FY 2012-13. Is a full report available containing further breakdown and details of the numbers provided in the RFQ?
   1. *A copy of the full report is located here:*

<http://research.calpoly.edu/economic-impacts-california-polytechnic-state-university>

1. Task 3 in the EDA award conditions (linked in the RFP) is focused on architectural programming of new building space. But, the RFP does not request any physical planning or architectural services. Please explain.
   1. *Please see response to question 2.*
2. Has there been any cluster analysis since the 2012 City Economic Development Strategic Plan that used 2008 data to very briefly (and limitedly) profile five clusters?
   1. *CPC is not aware of any updated cluster analysis; however, respondents are encouraged to contact local economic development organizations and municipalities to confirm.*
3. Is there interest in more up-to-date and enterprise-specific cluster analysis emphasizing technology clusters and firm level detail?
   1. *While this information is beneficial, we would only be interested in this type of analysis for clusters that align with the academic and research strengths of Cal Poly to capitalize on opportunities and build appropriate infrastructure to support such clusters. Existing clusters identified for the region are well-documented as referenced in the RFQ.*
4. Is Cal Poly open to considering new institutional policies and practices? That might enable increase the scale and flow of innovation to development and from there to market?
   1. *This RFQ is not soliciting consultants to provide new institutional policies and practices for innovation; however, to the extent the respondent can identify barriers or suggest solutions to enable development of the Cal Poly Technology Park, they should include those qualifications in their response.*
5. Is Cal Poly open to using further space for technology park activities on campus land or at off-site nodes?
   1. *Please see references in the RFQ to the current master planning activities regarding space allocation and planning.*
6. What is the project budget or budget range that you want proposals to fall within?
   1. *Please see response to question 3.*
7. What is the expected timeline for completion of the feasibility and economic impact analysis?
   1. *We anticipate a consultant will be engaged by November 2015 and will complete the study in June 2016. The consultant will be asked to consult with our campus master planner and service providers engaged for Task 3 (see response to question 2 above)*
8. What percentage of the EDA grant is allocated for this study?
   1. *Please see response to question 3.*
9. For any information related to the current technology park's tenants that would bear on the study, will all data come from the University, or will the consultant be expected to interface directly with the tenant companies to obtain data?
   1. *It is anticipated that some of the data will come from the University, and the consultant will be expected to interface directly with the tenant companies to obtain any missing data required for the study.*
10. As the consultant develops an operating Pro Forma for the new building, should expected increases in the University's operating costs related to support of the new building or its tenants be included in the Pro Forma, or should only those expenditure sources explicitly listed in the RFP be included?
    1. *Respondents should anticipate other costs that are specific to the building types and operations obtained through consultant studies and analysis. Operating data (4 years) for the existing building will be available and provided on a confidential basis to the selected consultant.*
11. Could a copy of the HSGA 2003 Cal Poly Technology Park Market and Feasibility Analysis be made available for review?
    1. *A copy of this report is hosted on this website and by following the link below.*

<http://content-calpoly-edu.s3.amazonaws.com/research/1/documents/CPTechPark_MarketFeasibilityAnalysis.pdf>

1. Is it possible at this stage to indicate approximately what percentage of the funds awarded by the EDA will be available to support the work covered by the RFQ?
   1. *Please see response to question 3.*